

Message Text

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PAGE 01 ASUNCI 01596 221158Z

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 PASS-00 /011 W

-----230145Z 065047 /20

R 212057Z APR 77

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 9921

UNCLAS ASUNCION 1596

ALSO PASS COMMERCE

E.O. 11652: N/A

TAGS: BDIS, PA

SUBJ: TRADE COMPLAINT

TO: KEUFFEL & ESSER CO.

20 WHIPPING ROAD

MORRISTOWN, NEW JERSEY 07960

TELEX 136-425

REFERENCE: PROMOTEC S.A. PURCHASE ORDER 125/76, YOUR ORDERS
2062 AND 2087.

THE PARAGUAYAN FIRM PROMOTEC S.A. REQUESTED THAT THE EMBASSY
CONTACT YOU IN REFERENCE TO THE ABOVE NOTED PRINT JOB,
WHICH PROMOTEC S.A. CLAIMS IS TWO MONTHS OVERDUE. FROM A
STUDY OF THE FILE OF THIS CASE, IT WOULD APPEAR THAT AT
LEAST PART OF THE DELAY WAS CAUSED BY MISUNDERSTANDING
BETWEEN PROMOTEC AND EBERHARD LEWKOWITZ, YOUR REPRESENTA-
TIVE IN PARAGUAY, OR BETWEEN LEWKOWITZ AND YOURSELVES.
IN ANY EVENT, PROMOTEC IS VERY UPSET BECAUSE YOUR AGENT
PROMISED DELIVERY EIGHT WEEKS AFTER CONFIRMATION OF
THE ORDER IN LATE DECEMBER AND THE MATERIAL HAS YET
TO ARRIVE. THE PARAGUAYAN COMPANY IS SUBJECT TO
STIFF LATE DELIVERY PENALTIES UNDER THE TERMS OF
THEIR CONTRACT WITH THE FINAL END-USERS.

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THE EMBASSY, OF COURSE, WISHES TO DO EVERYTHING POSSIBLE
TO MAINTAIN THE HIGH REPUTATION OF AMERICAN COMPANIES DOING
BUSINESS IN PARAGUAY. THIS IS PARTICULARLY IMPORTANT IN THIS
CASE SINCE THE END-USER OF YOUR PRODUCT WILL BE THE
YACYRETA HYDROELECTRIC ENTITY WHICH WILL BE CONSTRUCT-
ING A MULTIMILLION DOLLAR PROJECT IN COMING YEARS.

MANY AMERICAN FIRMS, WITH THE ENCOURAGEMENT OF THE U.S. GOVERNMENT, ARE COMPETING FOR CONTRACTS TO SUPPLY GOODS AND SERVICES AND ARE DEPENDENT UPON THE U.S. REPUTATION FOR RELIABLE DELIVERY.

ANYTHING YOU CAN DO TO SPEED DELIVERY OF THE ORDER TO PARAGUAY WOULD BE EXTREMELY HELPFUL. IF NECESSARY, THE EMBASSY WOULD BE PLEASED TO COMMUNICATE WITH PROMOTEC ON YOUR BEHALF.

COMMERCIAL ATTACHE
AMERICAN EMBASSY
ASUNCION, PARAGUAY
LANDAU

NOTE BY OCT: PASSED ABOVE ADDRESSEE.

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Message Attributes

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Disposition Event:
Disposition History: n/a
Disposition Reason:
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SAS ID: 2742871
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Status: NATIVE
Subject: TRADE COMPLAINT TO: KEUFFEL & ESSER CO. 20 WHIPPING ROAD
TAGS: BDIS, PA
To: STATE
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